



Gujarat Narmada Valley Fertilizers & Chemicals Limited

CIN : L24110GJ1976PLC002903

An ISO 9001, ISO 14001, ISO 45001 & ISO 50001 Certified Company

P.O. Narmadanagar - 392015, Dist. Bharuch, Gujarat, India
Ph. (02642) 247001, 247002 Website: www.gnfc.in

NO. SEC/BD/SE/
May 18, 2023

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Dy General Manager
BSE Ltd.
Corporate Relationship Dept
1st Floor, New Trading Ring,
Rotunda Bldg
PJ Towers, Dalal Street, Fort
Mumbai-400 001

The Manager
Listing Department
National Stock Exchange of India Ltd.
Exchange Plaza,
C-1, Block - "G",
Bandra-Kurla Complex, Bandra (E)
Mumbai – 400 051

Co. Code: BSE - "500670"

Co. Code: NSE- "GNFC EQ"

Sub.: Investor Presentation_Regulation 30 of SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015.
Ref.: Investor Meet_ vide our revised letter dated 16th May, 2023.

Dear Sir/Madam,

Pursuant to Regulation 30 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, we wish to inform that Senior Management of the Company is re-scheduled to meet the Investors / Analysts on Monday , 22nd May , 2023 at 3:30 PM IST through Conference Call. An Invite for the same has already been submitted through our revised letter dated on Tuesday, 16th May, 2023.

In continuation of our above submission, we are attaching the Investor Presentation-Conference call- Q4 FY 22-23.

The above information shall be made available on the Company's Website i.e. www.gnfc.in

We request you to kindly take note of the above.

Thanking you,

Yours faithfully,
For GUJARAT NARMADA VALLEY FERTILIZERS & CHEMICALS LTD

ASHWINKUMAR
R CHIMANLAL
SHAH

Digitally signed by
ASHWINKUMAR
CHIMANLAL SHAH
Date: 2023.05.18
17:13:25 +05'30'

CS A C SHAH
COMPANY SECRETARY & GM (LEGAL)

ENCL: A: A:

The background of the slide is a vibrant green color, overlaid with a pattern of stylized, semi-transparent green leaves. The leaves are arranged in a border-like fashion, framing the central text. Each leaf shows detailed vein structure.

Gujarat Narmada Valley Fertilizers & Chemicals Ltd

INVESTOR PRESENTATION – CONFERENCE CALL – Q4 FY 22-23

May - 2023

Cautionary Note - Forward Looking Statement

- ✓ Only matters in the public domain can be subject matter of discussion in this meeting.
- ✓ As a matter of policy, we do not provide any forecast about the future business situation.
- ✓ We do not comment or give guidance on future results or business outlook.



01

Corporate Overview

02

Financial Performance

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Capex Plan

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Supplementary

01

Corporate Overview



Our Facilities

Segment	Products	Installed Capacity (KTPA)
Chemicals 	Intermediates:	
	Ammonia Oil	446
	Methyl Formate	13
	Nitro Benzene	47
	MTD (2 plants)	49
	Finished:	
	Acetic Acid	100
	Aniline	35
	Concentrated Nitric Acid (3 plants)	116
	Ethyl Acetate	50
Formic Acid	10	
Methanol (3 plants)	269	
Toluene Di – Isocyanate (2 plants)	64	
Weak Nitric Acid (2 plants)	348	
Fertilizers 	Ammonium Nitro-Phosphate	143
	Neem Urea	637

Corporate Office



Bharuch



Bharuch Complex

Since 1982

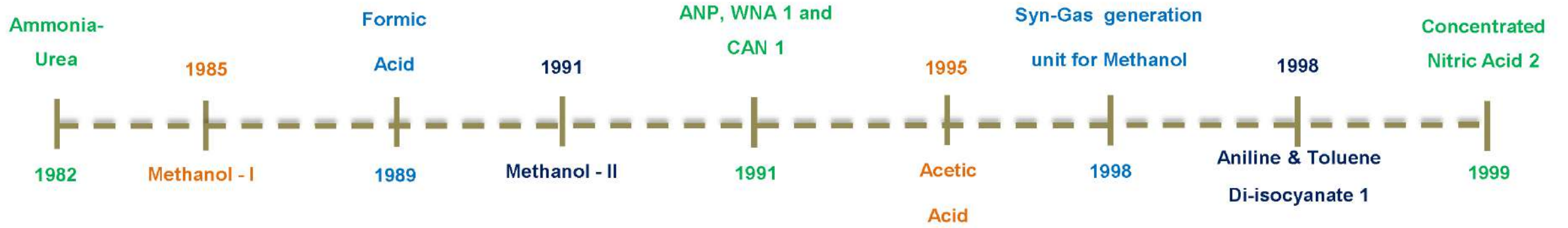
Dahej



Dahej Complex

Since 2014

The Journey



Strengths

Multi-product basket which helps to keep financial stability

Record capacity utilization in all plants

PAN India distribution network

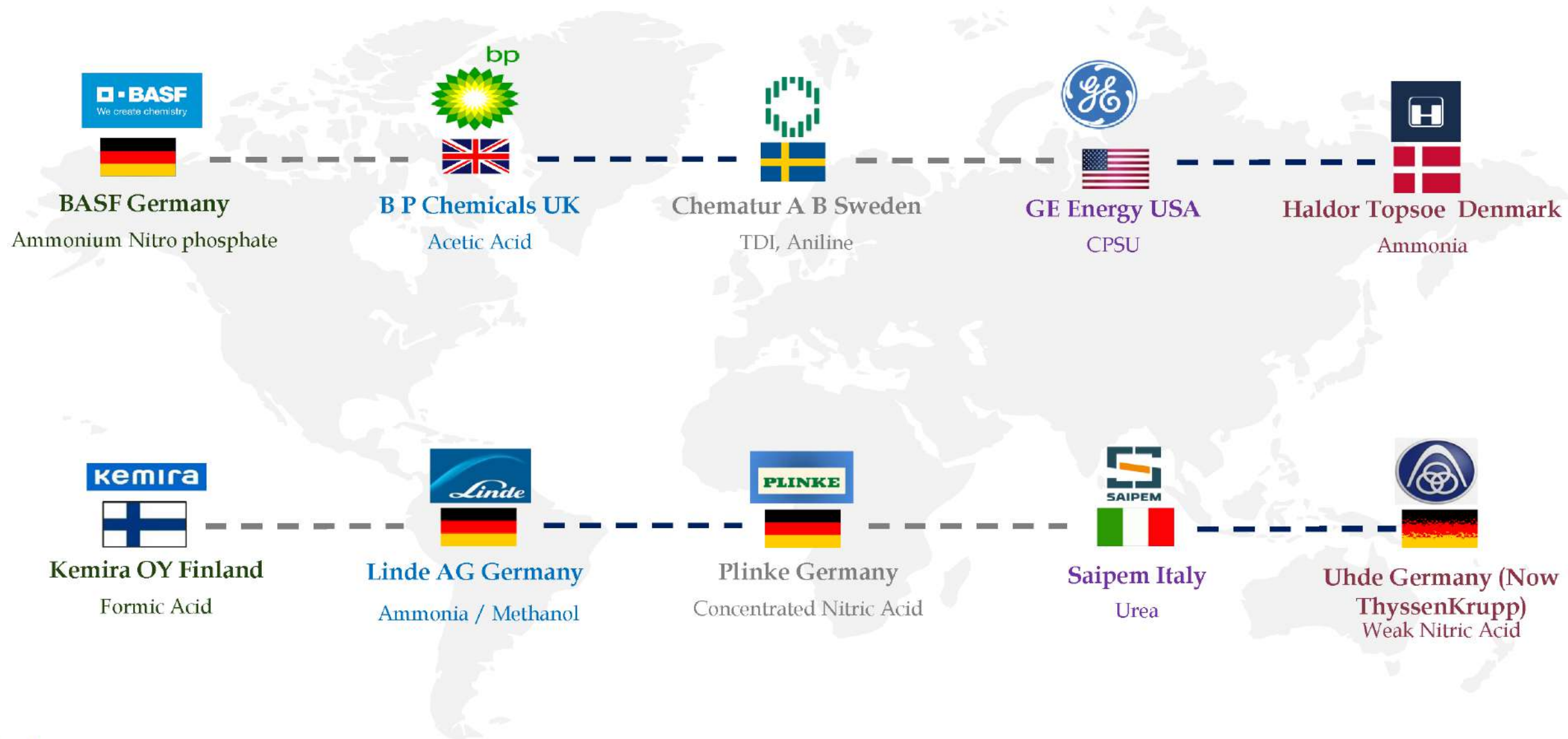


Robust manufacturing technologies; absorbed and adopted from technology experts worldwide

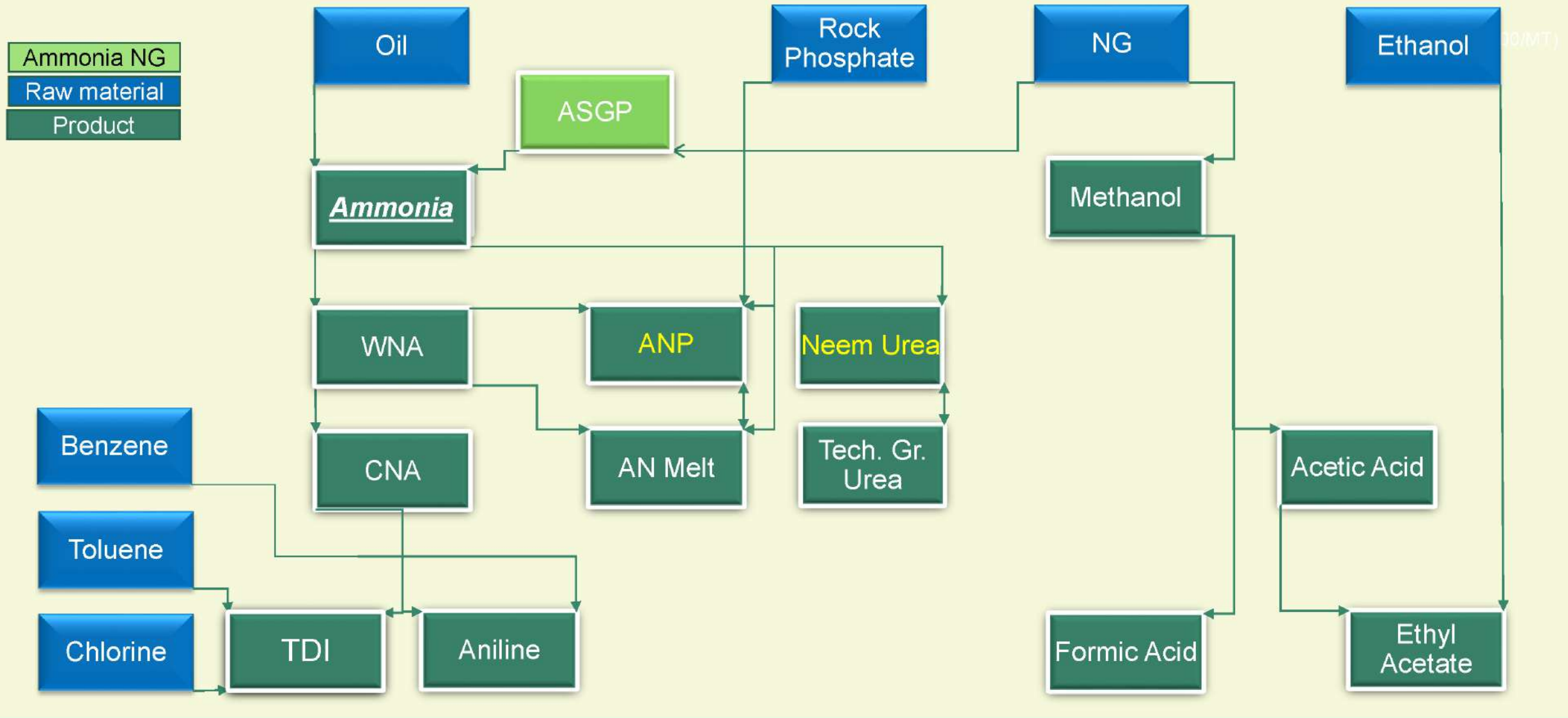
Consistent profit since inception

Strong technical team with deep experience and innovative culture

Technology Partner



Synergistic Business Model



Applications of Major Chemical Products

No.	Product	Major Applications
1	Toluene Di – Isocyanate	Flexible PU, Mattresses, Car Seating, Adhesives, Elastomers, Coatings
2	AN Melt	Explosives, Insecticides, Pyrotechniques
3	Acetic Acid	Ethyl Acetate, Acetic Anhydride, PTA, Agrochemicals, VAM
4	Ethyl Acetate	Paints, Inks, Pharma, Packaging, Adhesives, AL Foils, Laminators/Varnishes
5	Technical Grade Urea	Plywood, Diesel Exhaust Fuel [DEF], Pigments, Cattle Feed, CPC Blue
6	Aniline	Dyes & Intermediates, Pharma, Rubber, MDI
7	Weak Nitric Acid	CNA, Potassium/Calcium Nitrate, Steel Pickling, Dyes, Pharma, Agro Chemicals
8	Concentrated Nitric Acid	TDI, Aniline, Ammunition, Pharma, Nitro Aeromatics
9	Formic Acid	Leather, Rubber, Pharma, Textile
10	Methanol	Acetic Acid, Formaldehyde, Pharma, Dyes

02

Financial Performance



From The Desk of Managing Director



*Shri Pankaj Joshi
Managing Director*

I am happy to inform that FY 22-23 is a landmark year where revenue from operations has crossed ₹10,000 crores mark.

With this, the company reported highest ever revenue of ₹10,227 Crores; 18% more than previous highest reported revenue in last financial year which was a year of historic performance

The higher revenue has come from, both, fertilizers and chemicals.

During FY 22-23, GNFC has crossed over a billion US\$ worth of import substitution saving precious foreign exchange to the country and becoming active contributor to 'Make in India' initiative of Government of India.

In addition, the contribution to National Exchequer in the form of direct and indirect taxes has crossed ₹1,000 crores.

On operating front, new production and sales records have been established in case of Ammonium Nitrate Melt, Ethyl Acetate and Urea.

During the year, new formic acid revamp project has been commissioned with 20 MTPD additional capacity.

TDI-II at Dahej witnessed reliable operations during Q-4 which led to significant lowering of operating costs.

The escalated tensions due to wartime resulted into very elevated price levels of all energy inputs during the year. Apart from this, the Bharuch complex underwent annual shutdown from last week of March-23, which had some volume related impacts in Q-4 apart from wage revision accruals on Y-o-Y basis. In spite of these factors, the top line has improved to historical highest, whereas on absolute basis, the full year profit before tax is the second highest ever at ₹1,932 Crores in its history.

On the back of strong financials, the Board of Directors at its meeting held on 18th May 2023 Chaired by **Shri Vipul Mittra, IAS** has recommended dividend of 300% which is the highest ever dividend.

At the year end, anti-dumping duty continues to be in vogue in case of Aniline and TDI which will continue to lend good competitive support for profitable growth.

Performance Q-4 & FY2022-23

(₹ Crores)

	Quarter			FY	
	March-23	Dec-22	March-22	22-23	21-22
Total Income	2,394	2,750	2,833	10,588	8,852
Total Expenses	1,977	2,312	1,962	8,656	6,554
PBT	417	438	871	1,932	2,298
Tax	83	114	228	468	594
PAT	334	324	643	1,464	1,704
EPS	21.55	20.90	41.48	94.45	109.94

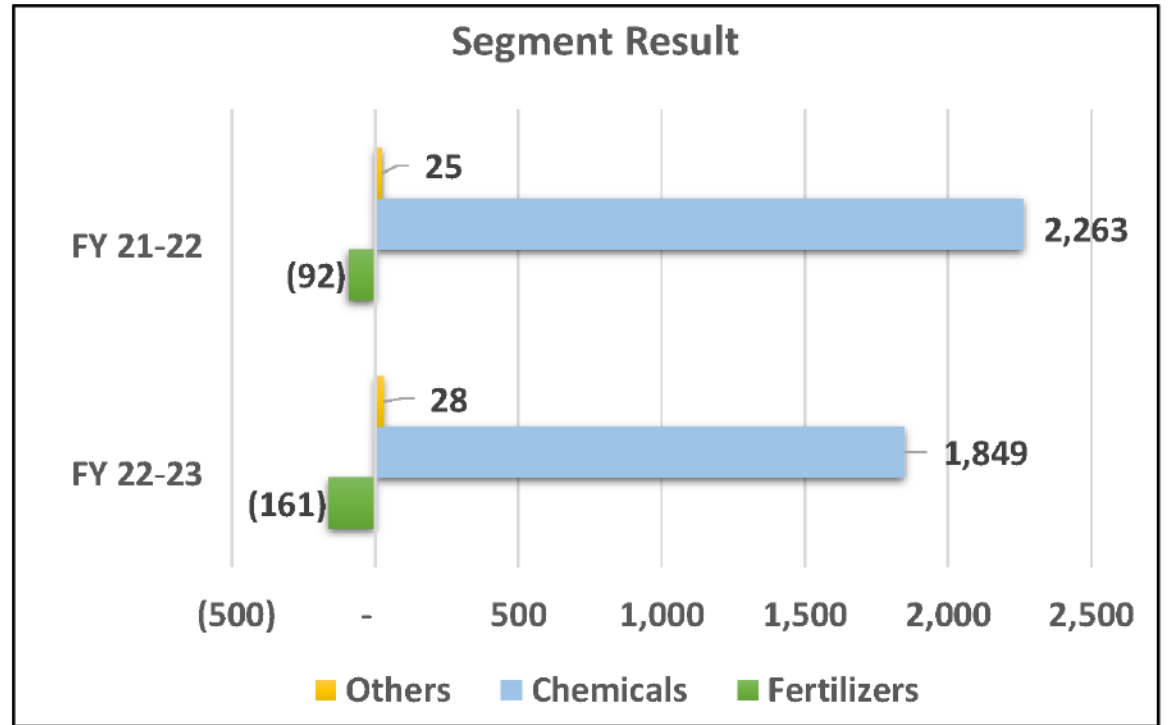
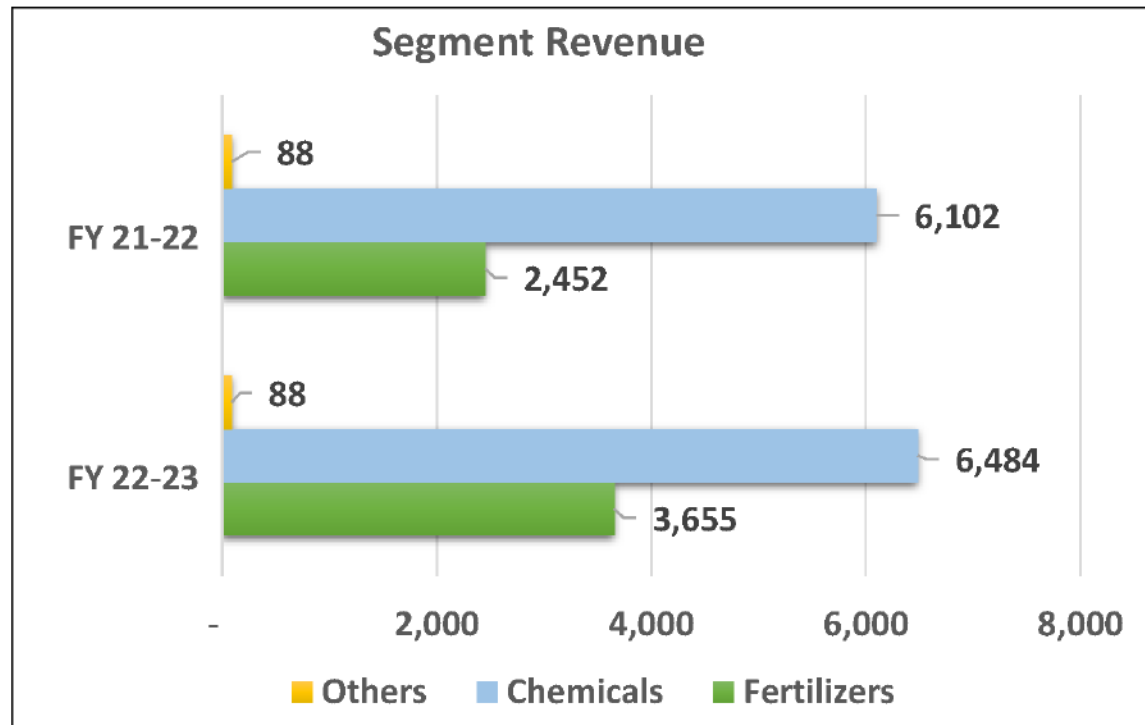
Commentary:

1. Increased revenue from operations is from both the segments i.e. chemicals and fertilizers.
2. Revenue is driven by price realisations which are offset by input costs.
3. Long term wage settlement accruals is the key contributor to manpower costs on Y-o-Y basis.
4. New formic acid capacity added during the year
5. Energy norms in case of urea has been reset retrospectively

*EBITDA excludes Other Income



Segment Performance



Fertilizer segment result reduced mainly due to higher energy norms of urea than permissible limit, increase in input cost of complex fertilizers and increase in fixed cost, partially compensated by subsidy breather in case of complex fertilizer.

The performance of Chemical Segment results is lower in mainly due to increase in input cost and fixed cost partially compensated by better realisations and higher volume.

Resilient performance in a volatile global macro backdrop



Production Capacity

100% + Capacity utilization in most plants



Revenue

Balancing "Strategy" and "Execution"



Profit

Continuing Profit Journey

Stable Indian macros despite global headwinds



Liquidity

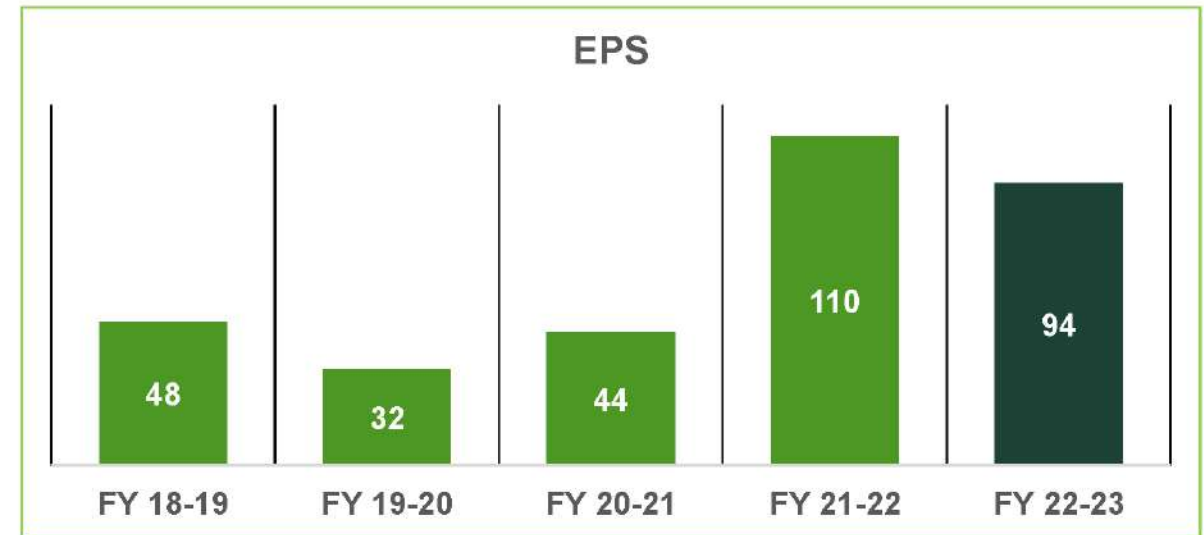
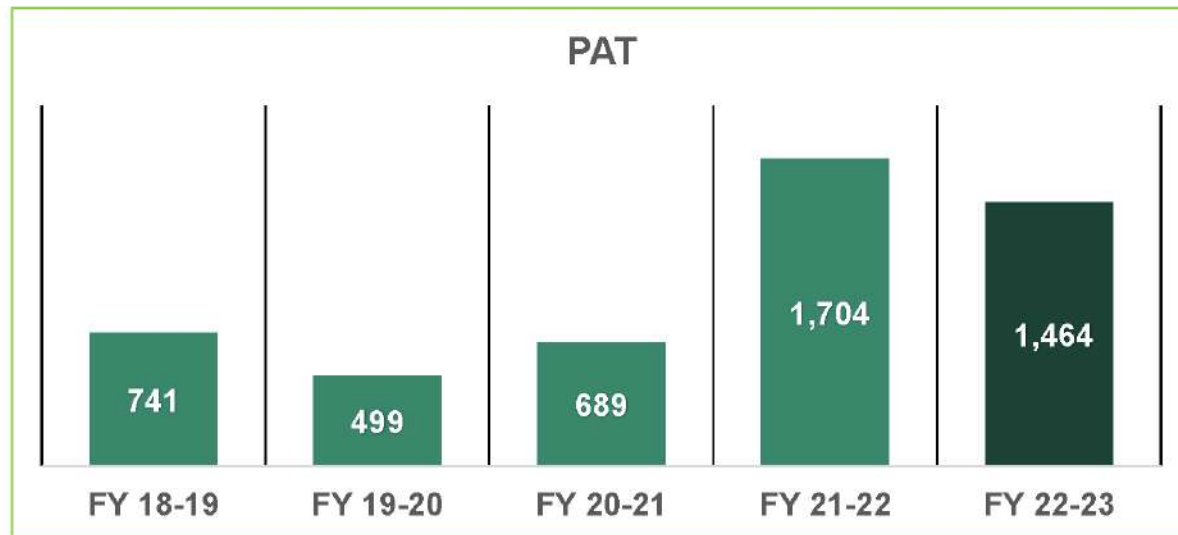
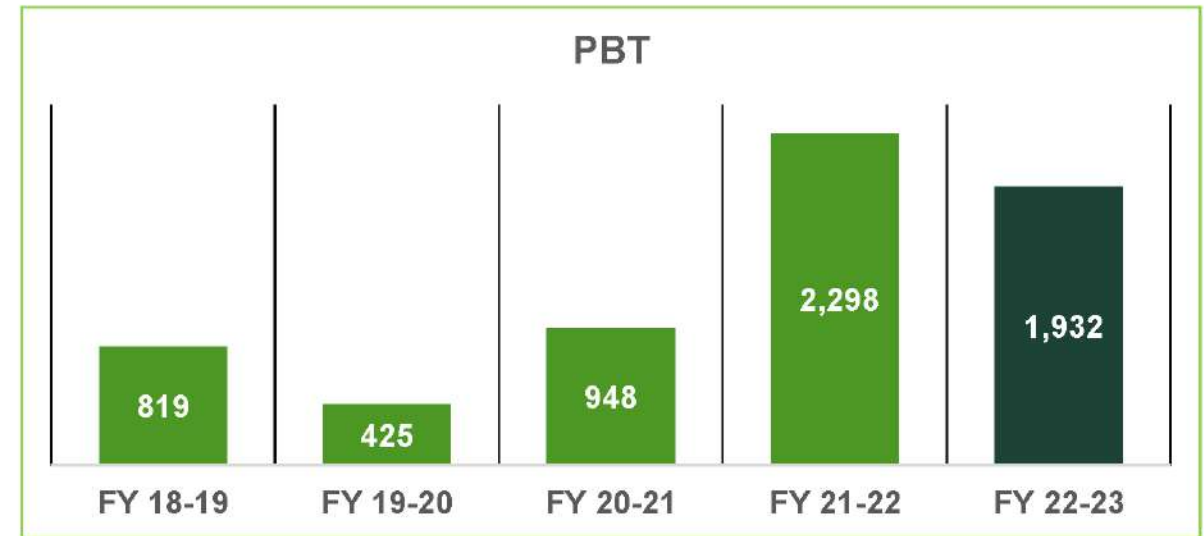
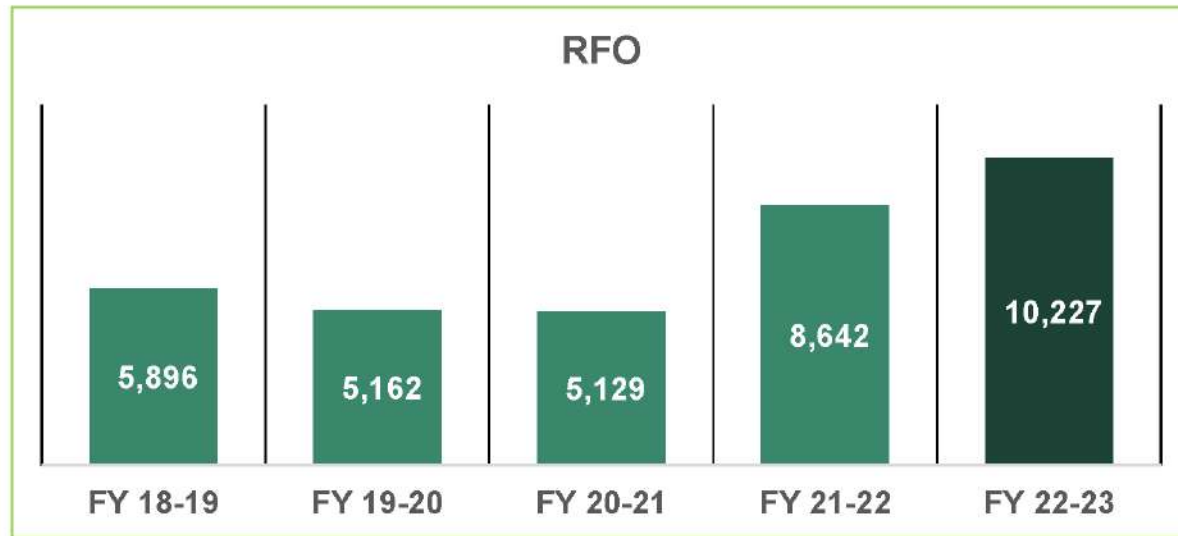
Robust operational cash flows



Return Ratios

Healthy Return Ratios

Five Years Trend



Financial Ratios

	Particulars	Units	FY 22-23	FY 21-22	% Variance	Reason for Variance
1	Current Ratio	Times	3.77	3.58	5.31%	
2	Return On Equity	%	17.32%	24.55%	(29.45%)	Due to lower net profit and higher net worth
3	Inventory Turnover Ratio	Times	9.74	9.65	0.93%	
4	Trade Receivables turnover Ratio	Times	20.61	15.23	35.33%	Due to decrease in subsidy receivables mainly
5	Trade Payables Turnover ratio	Times	12.68	11.19	13.31%	Lower trade payables on Y-o-Y basis
6	Net Profit Ratio	%	14.31%	19.71%	(27.40%)	Due to lower net profit over higher turnover
7	Return On Capital Employed	%	20.71%	27.66%	(25.13%)	Due to lower net profit and higher net worth mainly

Balance Sheet Summary

Particulars	31-03-2023	31-03-2022	Change	% Change
Net Fixed Assets	3,381	3,578	(197)	(6%)
CWIP	187	138	49	36%
Investments	3,106	1,222	1,884	154%
Cash & Bank	2,031	1,104	927	84%
Deposit with GSFS	800	2,400	(1,600)	(67%)
Net Working Capital	488	584	(96)	(16%)
Total Assets	9,993	9,026	967	
Borrowings	- *	- *	- *	-
Deferred tax liability (net)	344	422	(78)	(18%)
Government grants (deferred income)	643	705	(62)	(9%)
OCI	742	874	(132)	(15%)
Net worth	8,264	7,025	1,239	18%
Total Liabilities	9,993	9,026	927	

* Amount nullified on conversion to ₹ in crores.

Cash Flow Summary

	Particulars	FY 22-23	FY 21-22	Change	% Change
A	Operating Profit before Working Capital changes	1,975	2,486	(511)	(21%)
	Movement in Working Capital	(17)	109	(126)	(116%)
	Taxes Paid	(585)	(628)	43	7%
B	Net cash flow generated from Operating Activities	1,373	1,967	(594)	(30%)
C	Net cash flow / (used in) Investing Activities	(1,229)	(1,899)	670	35%
D	Net cash flow / (used in) Financing Activities	(161)	(130)	(31)	(24%)
E	Net (Decrease) / Increase in Cash & Cash Equivalent	(17)	(62)	45	73%

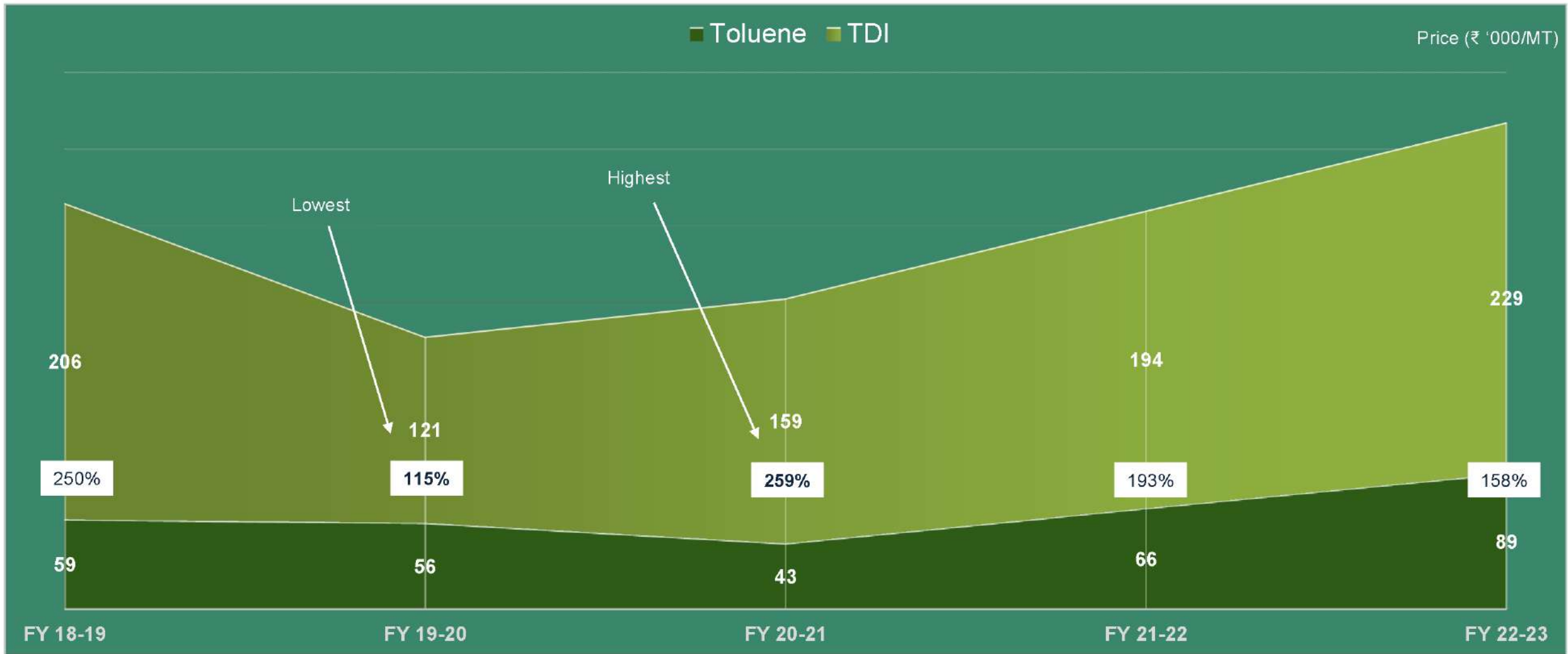
Profitable operations supported by subsidy release support from Gol has helped improve the cash cycle.

03

Feedstock Spread

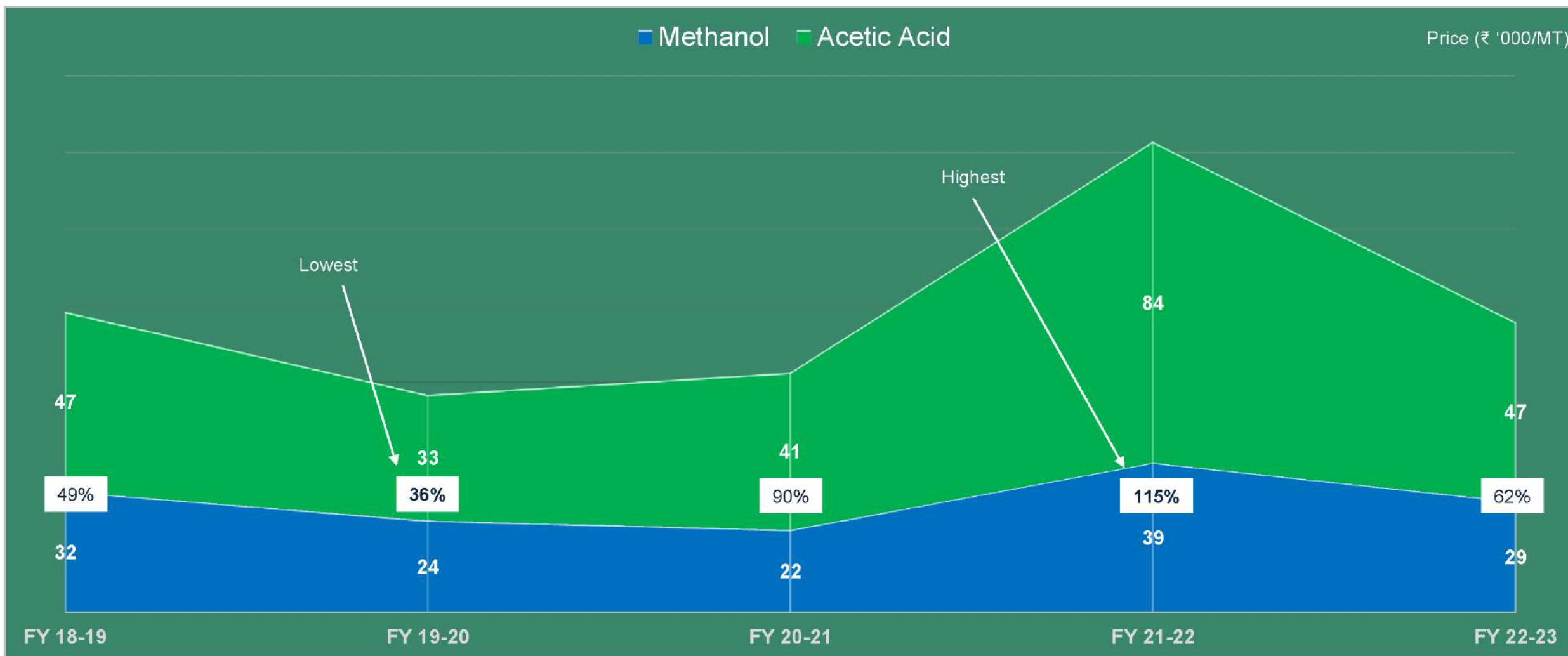


Feedstock Spread



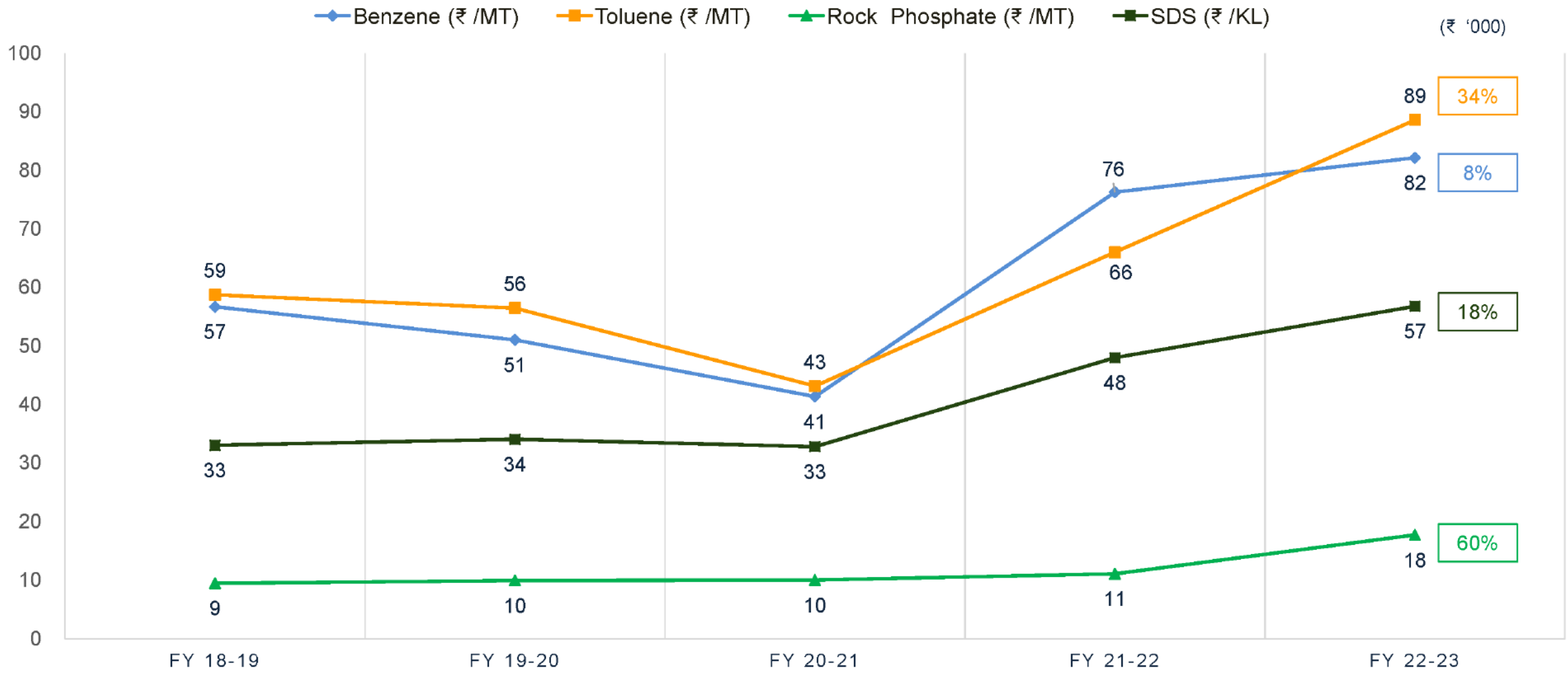
Source: Company

Feedstock Spread



Source: Company

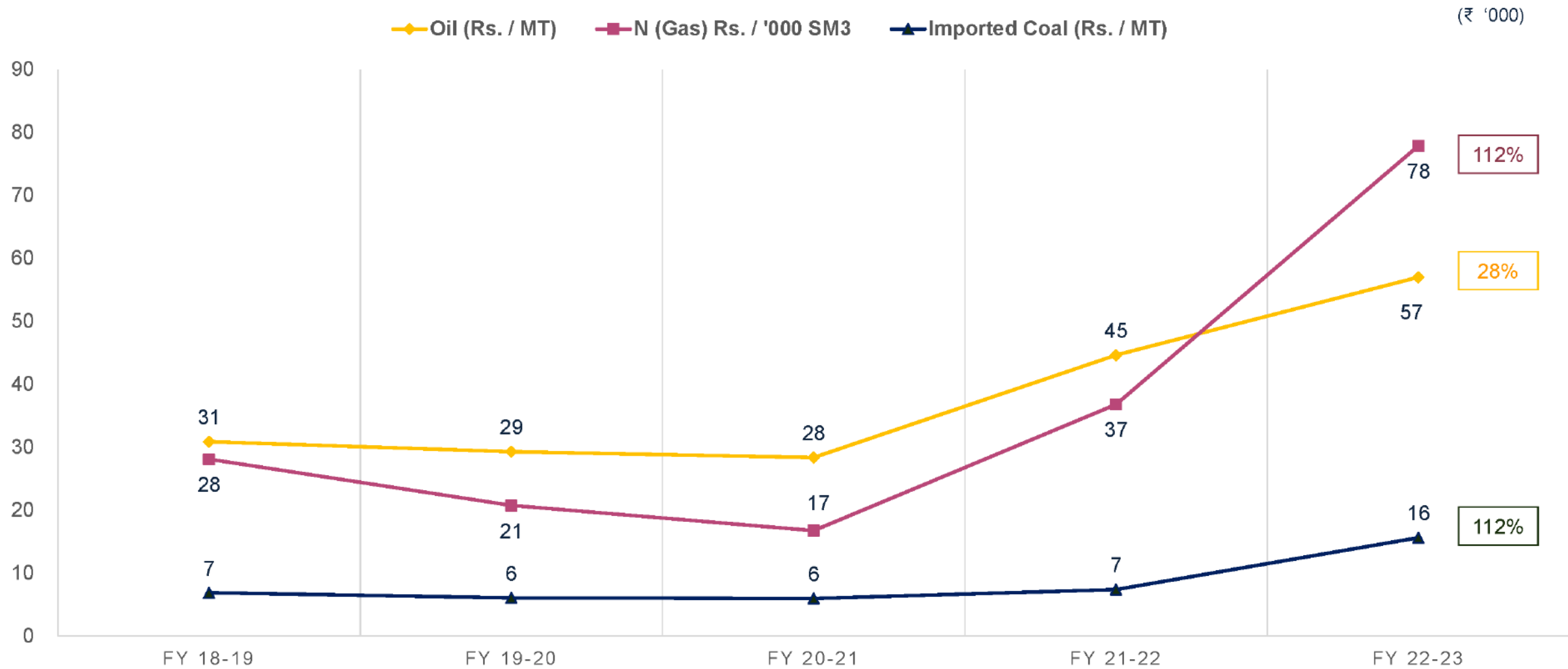
Trends In Key Inputs



Source: Company % Represent Y-o-Y Changes



Trends In Key Energy Inputs



Source: Company % Represent Y-o-Y Changes N (Gas) : Considered Non Urea

04

Capex
Plan

C A P E X



Expansion Plan

Ongoing Projects	FY22-23	FY23-24	FY24-25	FY25-26	FY26-27
Concentrated Nitric Acid (CNA)-IV	50 KTPA				
4 MW Solar Power Project	04 MV (AC)				
10 MW Electrolyser based Green Hydrogen Project	Phase - I: 5 MW				
Coal Based Steam & Power Plant, TDI-II Capacity [CCPP]	150 Mt/Hr. Steam & 18 MW Power				
Ammonia Expansion			50 KTPA		
WNA			200 KTPA		
AN-II			163 KTPA		

Projects Under Evaluation

Polycarbonate

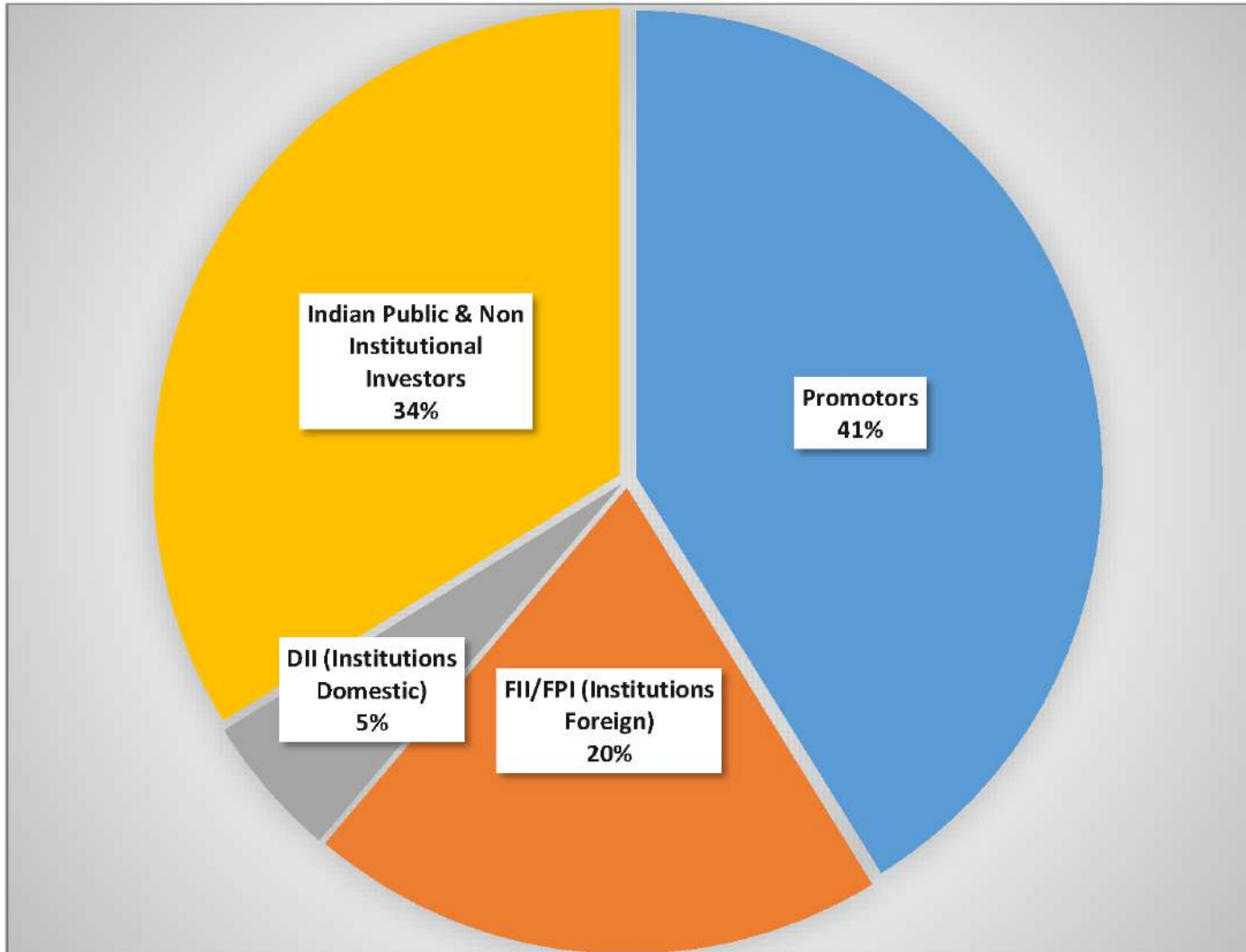
Naphtha Based Cracker & Down Stream Chemicals

05

Supplementary



Share Holding Pattern

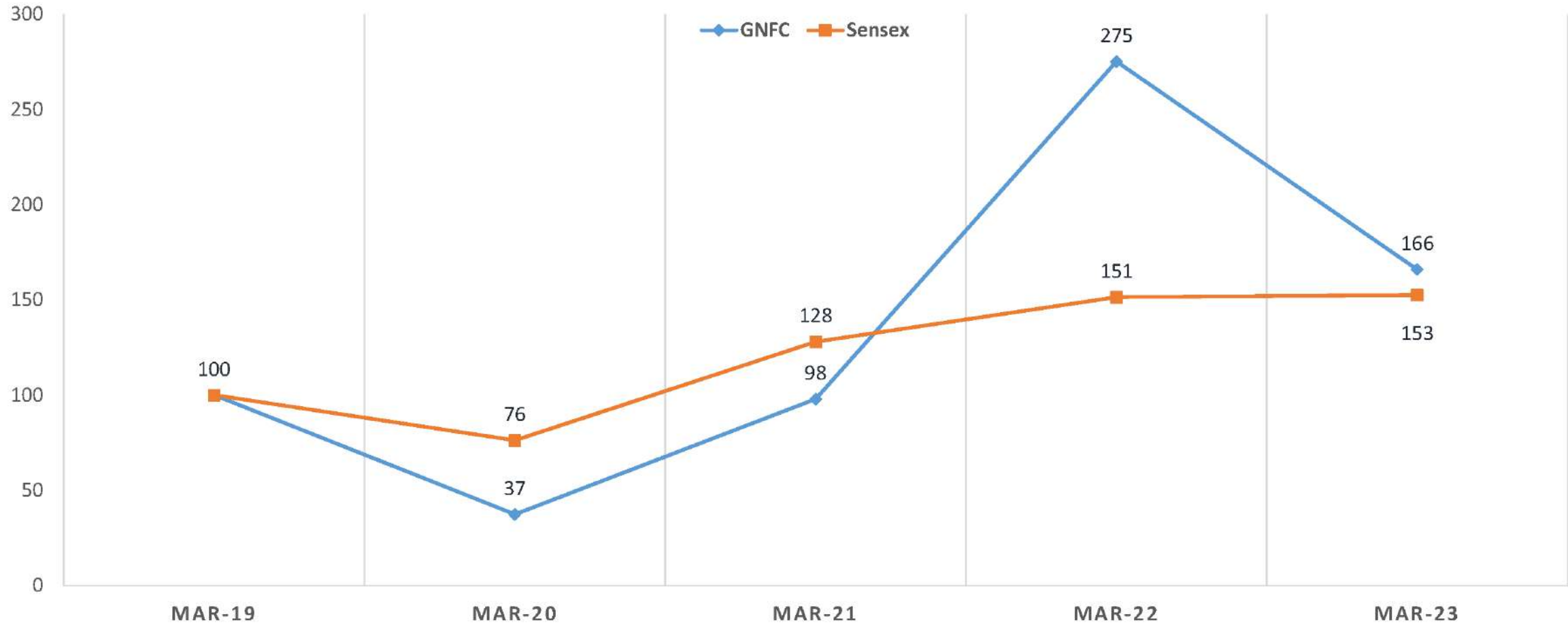


Shareholding Pattern	Mar,-2023	Mar,-2022
Promoters	41%	41%
FII/FPI (Institutions Foreign)	20%	23%
DII (Institutions Domestic)	5%	5%
Indian Public & Non Institutional Investors	34%	31%

- ✓ Share value of 15.54 Crores Shares @ ₹ 10 per share equals to ₹ 155.42 Crores.
- ✓ Institutional Investors includes Banks, Mutual Fund etc.

Source: Company

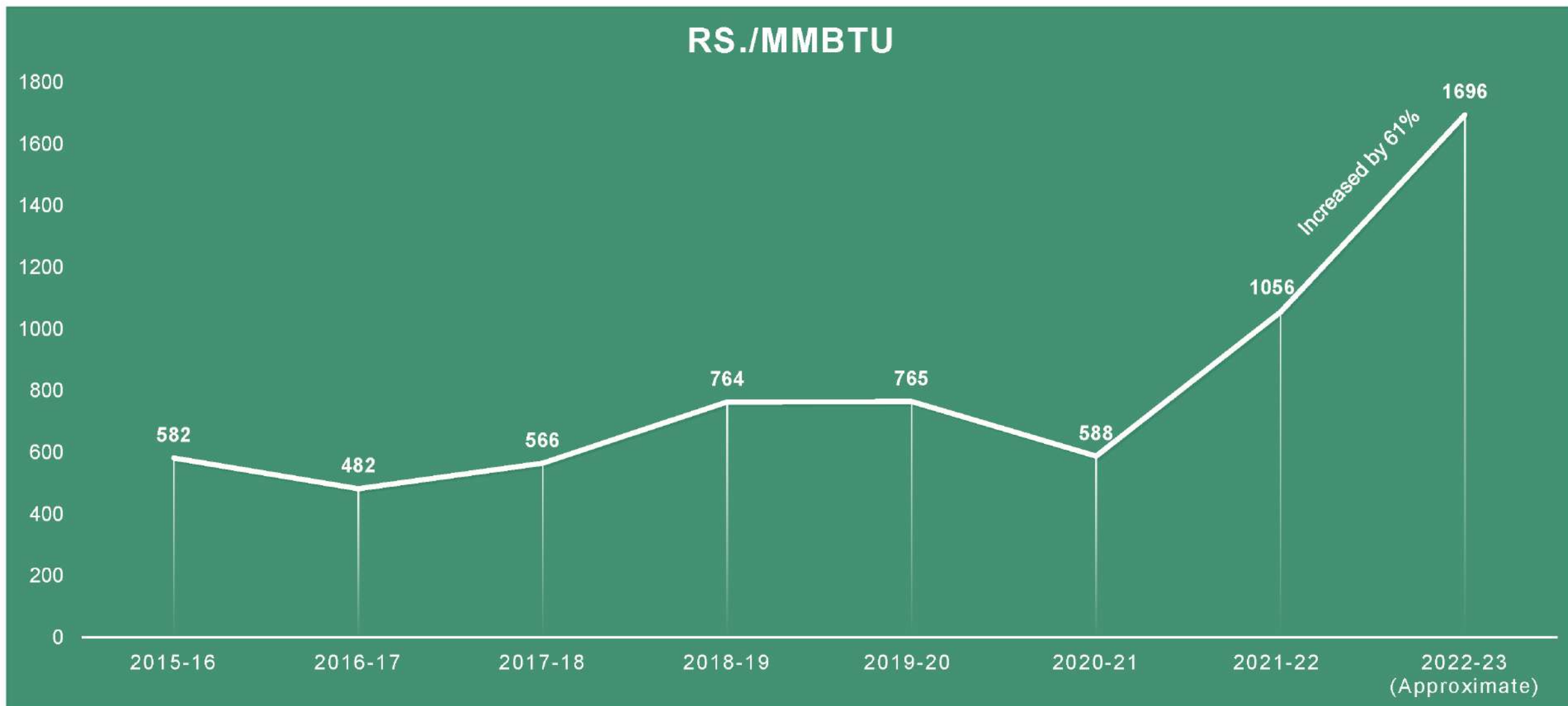
Share Price Movement



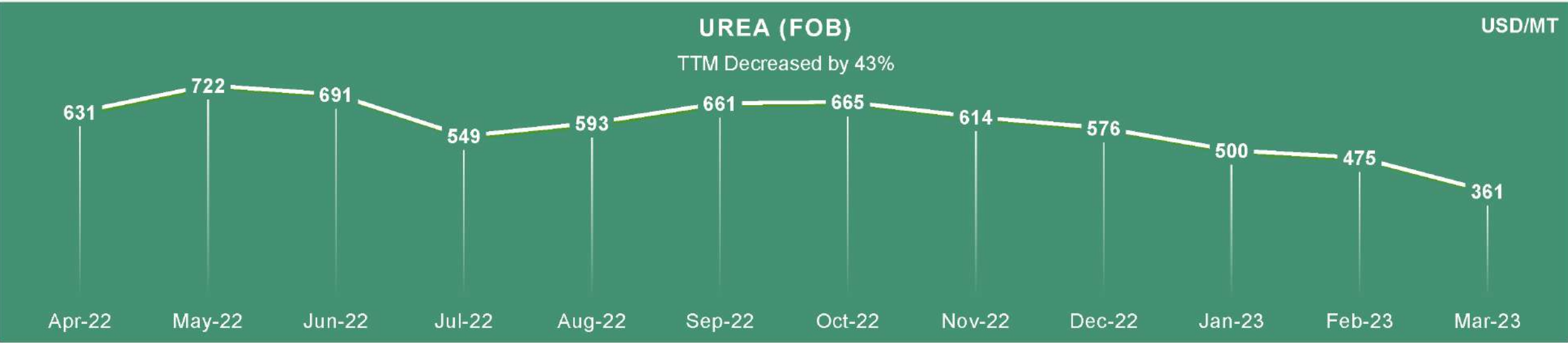
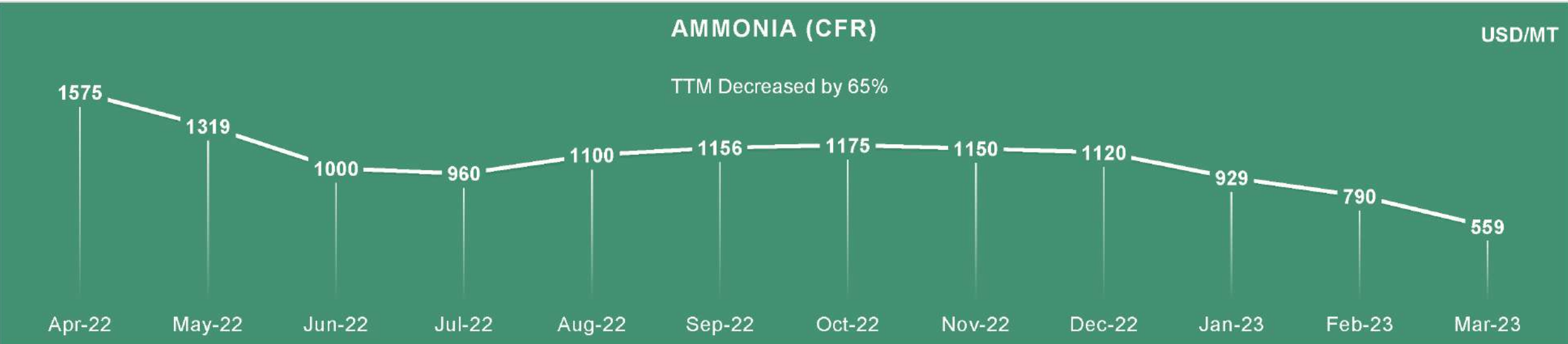
Source: BSE # Rebased to 100 # S&P BSE SENSEX



Annual Gas Pool Price



Trends in International Prices



CSR Activity at a Glance

- ❖ Construction of Public Health Centers (PHC)
- ❖ Construction of New Anganwadi Building and Provided Toy banks
- ❖ Provided Play & exercise equipments and Tablets in schools and Construction of Additional classrooms
- ❖ Established Mini science lab and Robotics in Govt. schools



CSR Activity at a Glance

- ❖ Supported Civil Hospital, Bharuch by Medical Equipments and Provided Nutritious food to the patients .
- ❖ Supported needy patients through Mobile Medical Van
- ❖ Provided Learning kiosk -Fun Bus in 08 Anganwadi's of Bharuch and Vagra Taluka.
- ❖ Rejuvenated 02 SHG Groups for small Start-up.



Conference Call Details

Earning Conference Call Q4 FY2022-23

Time: Monday, 22nd May, 2023 at 03:30 pm IST

Dial-In Numbers: Primary Access +91 22 6280 1328 / +91 22 7115 8255

Diamond Pass Registration Link:

<https://services.choruscall.in/DiamondPassRegistration/register?confirmationNumber=4292645&linkSecurityString=1654b71d43>

About Us

GNFC is a joint sector enterprise promoted by the Government of Gujarat and the Gujarat State Fertilizers & Chemicals Ltd.(GSFC). It was set up in Bharuch, Gujarat in 1976.

GNFC started its manufacturing and marketing operations by setting up in 1982, one of the world's largest single-stream ammonia-urea fertilizer complexes. Over the next few years, GNFC successfully commissioned different projects – in fields as diverse as chemicals, fertilizers and electronics.

GNFC today has extended its profile much beyond fertilizers through a process of horizontal integration. Chemicals/Petrochemicals, Energy Sector, Electronics/Telecommunications and Information Technology form ambitious and challenging additions to its corporate portfolio. GNFC has an enterprising, strategic view towards expansion and diversification.

For Further Information Please Contact:

Investor relation cell at:

✉ Email: investor@gnfc.in



THANK YOU